# Cisco

## Exam Questions 700-801

## IoT Sales Fundamentals Exam

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## QUESTION 1

Which invention is the Cisco Internet of Things often compared to?
A. compact discs
B. the cotton gin
C. the light bulb
D. the toaster oven
Correct Answer: C

## QUESTION 2

Triggeringevents can signal an IOT opportunity. Which two options are examples of triggering events that are related to
new construction? (Choose two).
A. Workers are on strike so temporary workers have been brought in.
B. A manufacturing plant is adding a new warehouse.
C. A company wants to change its logo.
D. City construction is booming.
Correct Answer: BD

## QUESTION 3

Which benefit can the transportation industry receive from the Cisco Internet of Things?
A. cleaner and more comfortable mass transit.
B. reduced congestion
C. faster commercial vehicles
D. greater public access to port shipping
Correct Answer: B

## QUESTION 4

What is the total value and breakdown of the value at stake for the Internet of Everything?
A. $19 Trillion: $14.4 Trillion private sector, $4.6 Trillion public sector.
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B. $9 Trillion: $6.2 Trillion private sector, $2.8 Trillion public sector
C. $9 Trillion: $2.8 Trillion private sector, $6.2 Trillion public sector
D. $19 Trillion: $4.6 Trillion private sector, $14.4 Trillion public sector
Correct Answer: A

## QUESTION 5

How does the Cisco Internet of things solutions make customers safer?
A. Installing day-and-night video surveillance.
B. Eliminating the use of dangerous machines.
C. Mandating training and safety courses for all employees.
D. Increasing the amount of safety and protective equipment.
Correct Answer: A

## QUESTION 6

According to Cisco surveys, which option concerns Heads of Safety and Security the most?
A. minimizing asset depreciation, creating a more welcoming workplace environment, and increasing workplace
diversity.
B. minimizing cyber security threats, improving worker safety, and creating a better internship program.

C. reducing the cost of safety and security measures, decreasing the environmental impact of operations, and improving
worker incentives.
D. increasing the availability of security, improving plant and worker safety, and facilitating the use of security products
and processes.
Correct Answer: D

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